

# CLINUVEL

## First Half Results - FY2025

Financial and Operational Performance, six months to 31 December 2024

February / March 2025

Peter Vaughan, Chief Financial Officer & Malcolm Bull, Head of Investor Relations & Australian Operations

**ASX:** CUV | **Börse Frankfurt:** UR9 | **ADR Level 1:** CLVLY

# Forward-looking statement

## CLINUVEL GROUP

This release contains forward-looking statements, which reflect the current beliefs and expectations of CLINUVEL's management. Statements may involve a number of known and unknown risks that could cause our future results, performance, or achievements to differ significantly from those expressed or implied by such forward-looking statements. Important factors that could cause or contribute to such differences include risks relating to: our ability to develop and commercialise pharmaceutical products; the COVID-19 pandemic and/or other world, regional or national events affecting the supply chain for a protracted period of time, including our ability to develop, manufacture, market and sell biopharmaceutical and PhotoCosmetic products; competition for our products, especially SCENESSE® (afamelanotide 16mg), CYACÊLLE, PRÉNUMBRA®, NEURACTHEL® or products developed and characterised by us as PhotoCosmetics; our ability to achieve expected safety and efficacy results in a timely manner through our innovative R&D efforts; the effectiveness of our patents and other protections for innovative products, particularly in view of national and regional variations in patent laws; our potential exposure to product liability claims to the extent not covered by insurance; increased government scrutiny in either Australia, the U.S., Europe, the UK, Israel, China, Japan, and/or LATAM regions of our agreements with third parties and suppliers; our exposure to currency fluctuations and restrictions as well as credit risks; the effects of reforms in healthcare regulation and pharmaceutical pricing and reimbursement; that the Company may incur unexpected delays in the outsourced manufacturing of SCENESSE®, CYACÊLLE, PRÉNUMBRA®, NEURACTHEL® or products developed as PhotoCosmetics which may lead to the Company being unable to launch, supply or serve its commercial markets, special access programs and/or clinical trial programs; any failures to comply with any government payment system (i.e. Medicare, Medicaid, and U.S. Department of Veteran's Affairs) reporting and payment obligations; uncertainties surrounding the legislative and regulatory pathways for the registration and approval of biotechnology, cosmetic and consumer based products; decisions by regulatory authorities regarding approval of our products as well as their decisions regarding label claims; our ability to retain or attract key personnel and managerial talent; the impact of broader change within the pharmaceutical industry, cosmetic industry and related industries; potential changes to tax liabilities or legislation; environmental risks; and other factors that have been discussed in our 2024 Annual Report. Forward-looking statements speak only as of the date on which they are made, and the Company undertakes no obligation, outside of those required under applicable laws or relevant listing rules of the Australian Securities Exchange, to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise. More information on preliminary and uncertain forecasts and estimates is available on request, whereby it is stated that past performance is not an indicator of future performance.

# Strong Underlying Profit

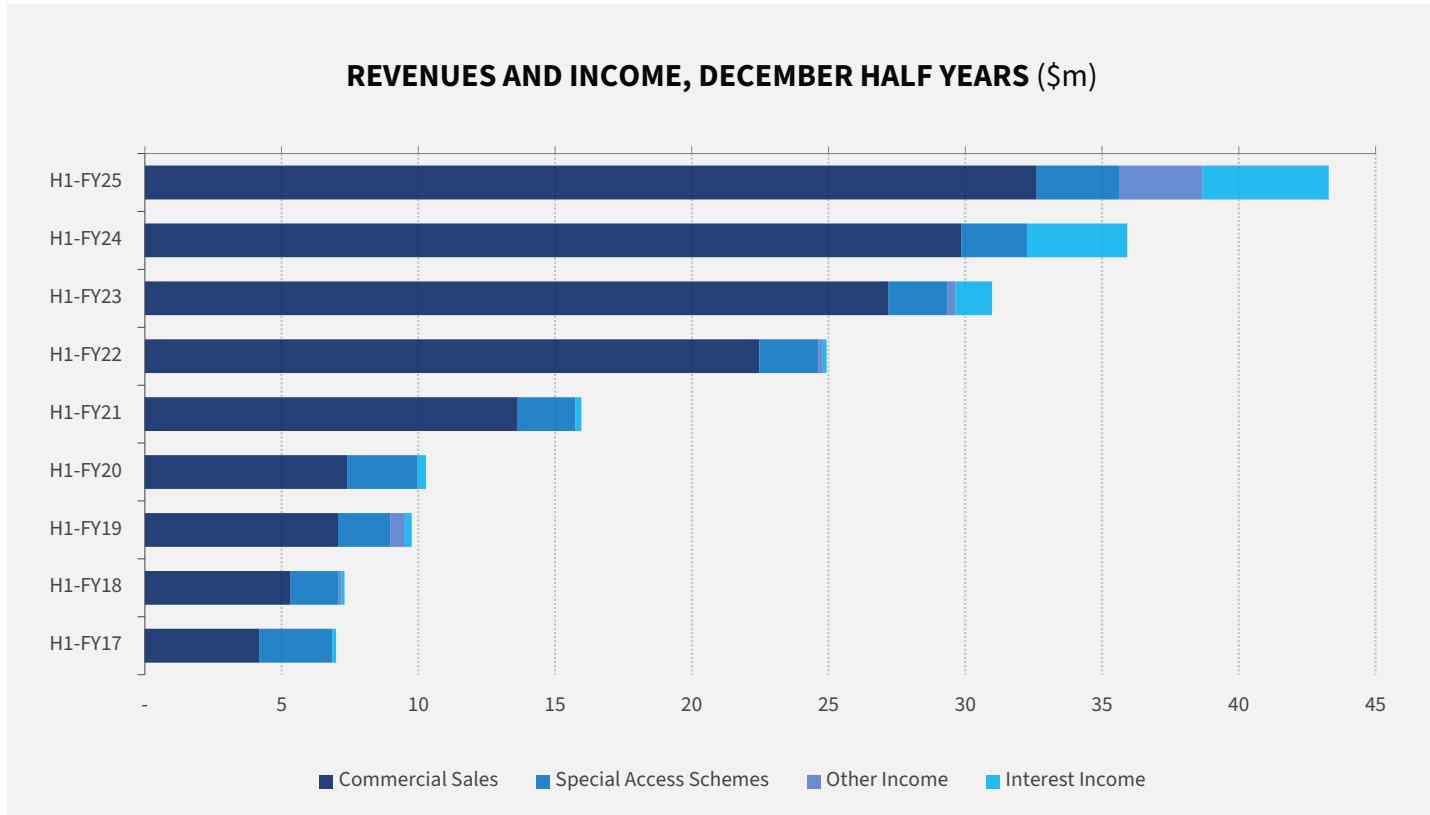
Half year ended 31 December 2024

	31 December 2024	31 December 2023	Change
<b>REVENUES</b> (\$)	35,645,883	32,256,885	+10.5%
<b>EXPENSES</b> (\$)	21,353,011	20,924,198	+2.0%
<b>PROFIT BEFORE TAX</b> (\$)	21,932,314	14,805,699	+48.1%
<b>PROFIT AFTER TAX</b> (\$)	14,075,335	10,936,043	+28.7%
<b>BASIC EARNINGS PER SHARE</b> (\$)	0.28	0.22	+27.4%
<b>CASH RESERVES</b> (\$)	198,220,748	183,868,471*	+7.8%*

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# Buoyant Revenues

Progressive rise in revenues from sales plus interest and other income

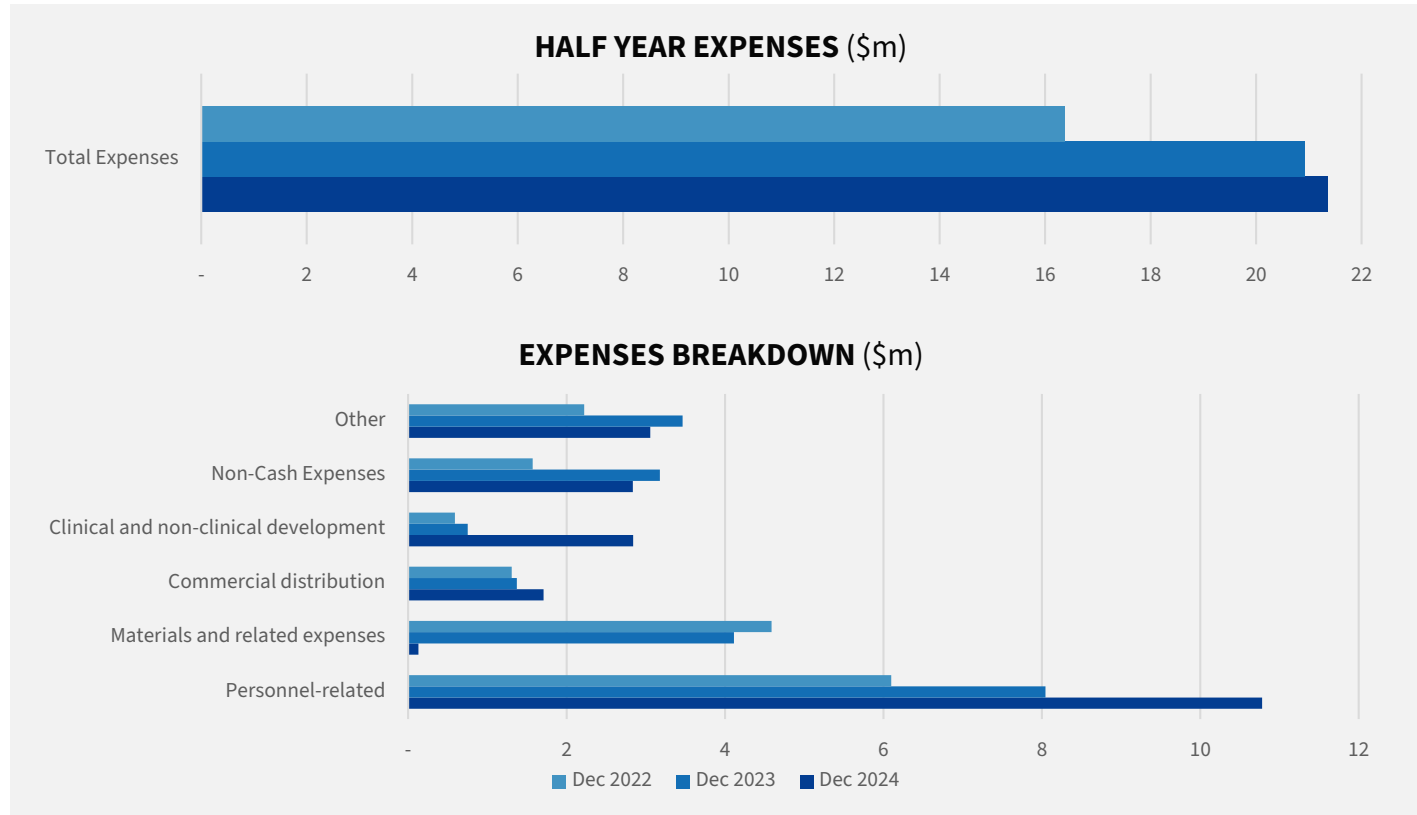


\$m	Dec '24	Dec '23
Commercial	32.6 (+9.2%)	29.9
SAS	3.0 (+26.6%)	2.4
Interest	4.6 (+26.1%)	3.7
Other	3.0	(0.2)
<b>Total</b>	<b>43.3 (+21.1%)</b>	<b>35.7</b>

Total Revenues include commercial and SAS sales and interest and other income.

# Controlled Expenses Support Expansion

Half year Dec '24 expenses contained to 2% increase



## GROWTH IN:

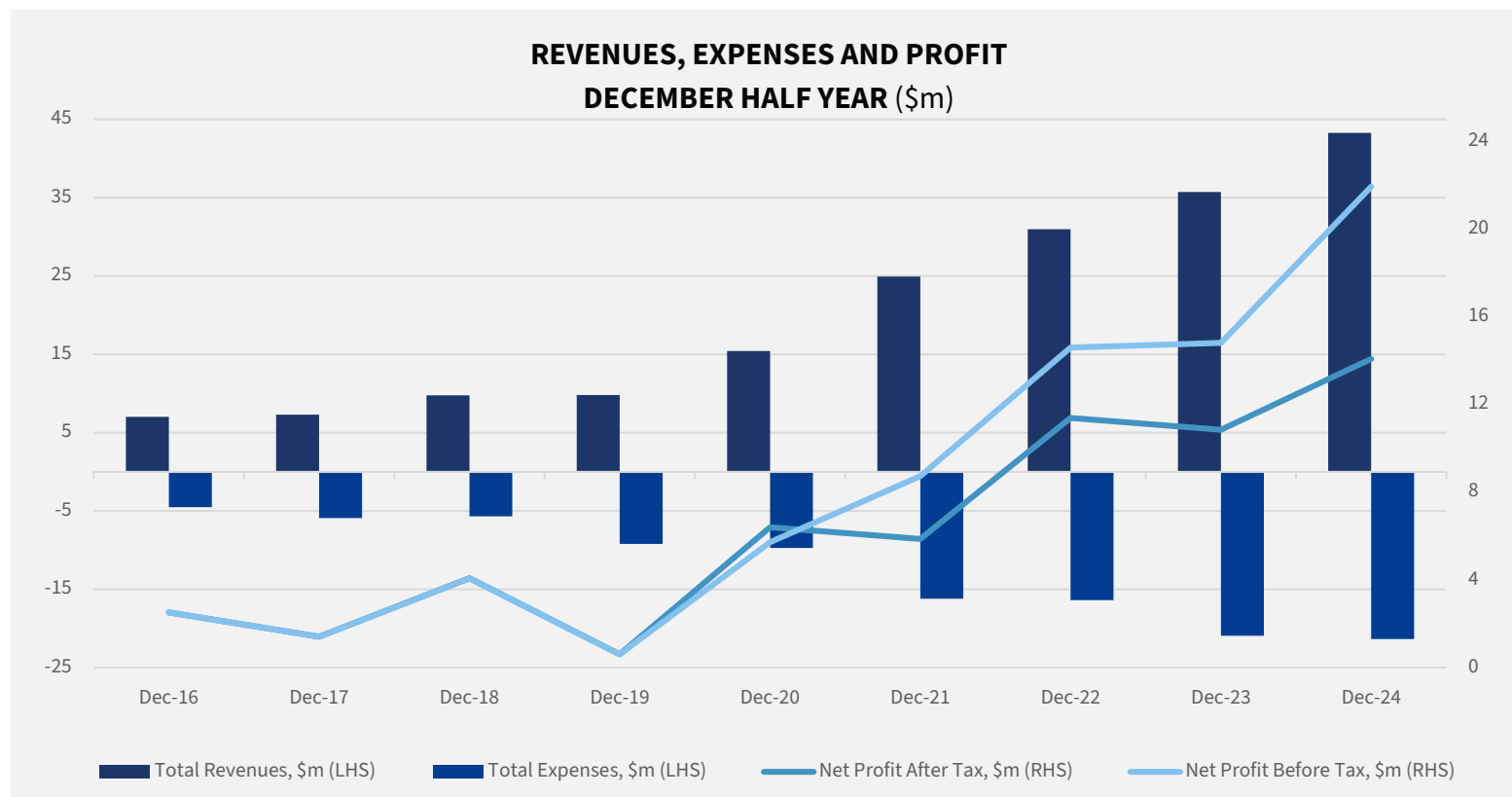
- Personnel related (+34.0%)
- Clinical and Non-Clinical Development (+277.4%)
- Commercial distribution (+24.7%)

## OFFSET BY:

- Materials and related expenses (-96.8%)
- Non-cash expenses (-10.8%)
- Other (-11.8%)

# Revenues, Expenses and Profit

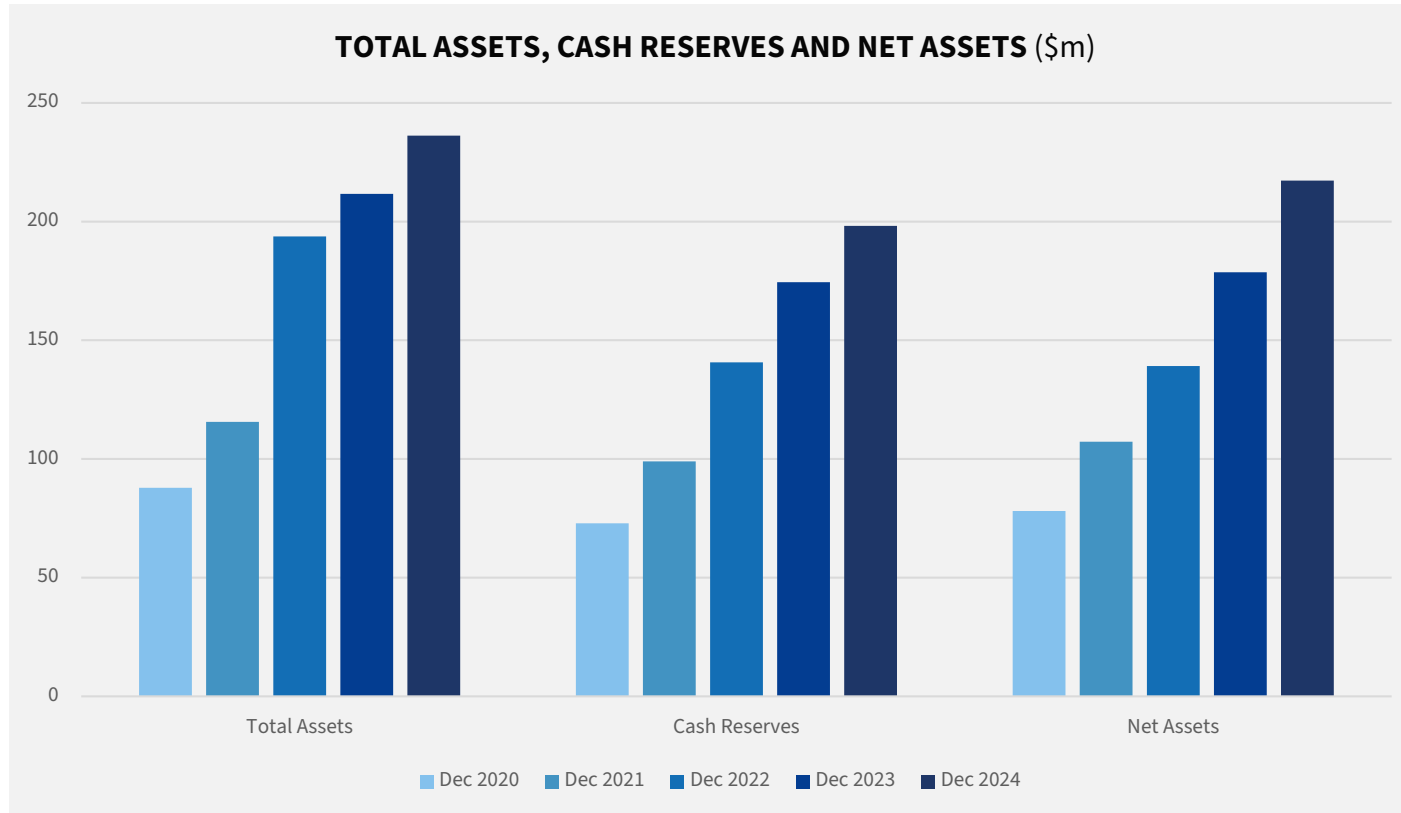
## Revenues growth and controlled expenses underpin earnings growth



- All revenues from distribution of SCENESSE® for EPP
- Consecutive half year revenues growth since commencement of commercial operations
- Expenses for expansion offset by reductions in materials and non-cash expenses
- Positive trend in underlying profit
- Earnings per Share
  - Dec '24: \$0.28
  - Dec '23: \$0.22

# Balance Sheet Strength

## Enables self-financing expansion



\$m	31 Dec '24	30 Jun '24
<b>Total Assets</b>	236.2m (+2.2%)	231.1m
<b>Cash Reserves</b>	198.2m (+7.8%)	183.9m
<ul style="list-style-type: none"> <li>• covers OPEX for 2-3 yrs</li> <li>• enables continued pipeline development</li> <li>• provides buffer from externalities</li> <li>• finances \$20m 12-month share buy-back (28/03/24)</li> <li>• finances value-adding asset acquisition</li> </ul>		
<b>Total Liabilities</b>	18.9m (-32.7%)	28.1m
<ul style="list-style-type: none"> <li>• trade creditors, suppliers</li> <li>• debt-free</li> </ul>		
<b>Net Assets</b>	217.3m (+7.0%)	203.0m

# Focused Expansion strategy

## Integration of key functions 'in-house'

### Distribution SCENESSE®

Focus on increasing patients,  
prescribers, treatment centres

–

New jurisdictions

–

EPP adolescents (12-17 years)

–

SCENESSE® dosage (EU)

### Melanocortin product development, clinical studies

PRÉNUMBRA®  
and NEURACTHEL®

–

CLINICAL STUDIES

vitiligo

variegate porphyria

CNS

### Translation of technology to PhotoCosmetic products

1. Polychromatic screen  
CYACÊLLE & CYACÊLLE Radiant

–

2. DNA Repair

–

3. Melanogenesis

### M&A

Vertical integration

–

Innovative technologies



# Key Outcomes

## Half Year to December 2024

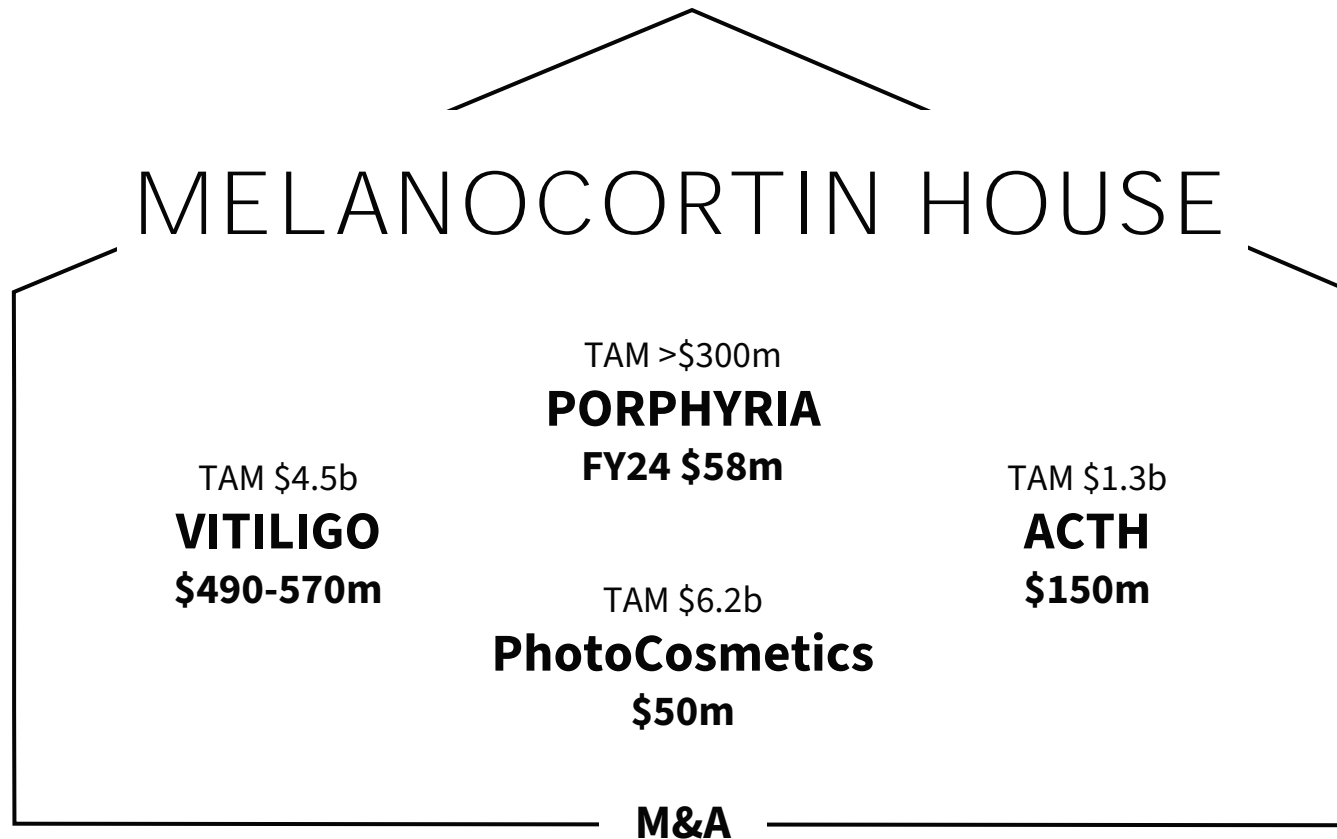
Objective	Progress
<b>Building long-term value</b>	<ul style="list-style-type: none"> <li>Strong financial performance achieved – highest 1HFY underlying profit to date</li> <li>Seventh consecutive dividend declared and paid following FY2024 results</li> <li>Prioritisation of strategic programs: vitiligo, ACTH &amp; porphyrias</li> <li>Board renewal: three new Non-Executive Directors appointed</li> <li>Restructured clinical team</li> </ul>
<b>Growing commercial distribution of SCENESSE® for EPP</b>	<ul style="list-style-type: none"> <li>Treated more patients and distributed more SCENESSE® implants than any 1HFY to date</li> <li>93 North American Specialty Centers established (89 USA, 4 Canada)</li> <li>New Drug Submission to Health Canada for adult EPP patients, outcome expected in Q4 CY2025</li> <li>Submitted variation to European label to allow year-round EPP patient treatment, outcome expected Q1 CY2025</li> </ul>
<b>Developing melanocortins</b>	<ul style="list-style-type: none"> <li><u>Vitiligo</u>: CUV105 study inclusion criteria relaxed; extension treatment offered to patients assigned NB-UVB monotherapy; completion of recruitment targeted 30 June 2025</li> <li><u>Variagate porphyria</u>: Positive Phase II results in CUV040</li> <li><u>DNA repair</u>: Positive final Phase II results from CUV151 presented to British Association of Dermatologists Meeting; afamelanotide shown to assist DNA repair after UV damage (UV-irradiated skin)</li> <li><u>PhotoCosmetics</u>: Advancing three cosmetic product lines; first “M line” containing melanocortins due to release in 2026</li> </ul>
<b>Increasing visibility</b>	<ul style="list-style-type: none"> <li>Sponsored 2024 International Congress of Porphyrias &amp; Porphyrins (ICPP)</li> <li>Presentation of CUV040 results to ICPP</li> <li>Extensive preparations for upcoming American Academy of Dermatology Annual Meeting, Orlando, March 2025</li> </ul>
<b>Global IR engagement</b>	<ul style="list-style-type: none"> <li>Research coverage initiated by Dr Kalliwoda Research and Parmantier &amp; Co (nine analysts now cover CLINUVEL)</li> <li>Conference presentations: Bioshares Biotech conference; Biotech Showcase Melbourne; Bell Potter Healthcare Conference</li> <li>Non-Deal Roadshows: Melbourne-Sydney and Switzerland-Germany</li> <li>Increased stakeholder engagement USA</li> <li>2024 Annual General Meeting</li> </ul>

# Catalysts 2025

Objective	Event
Growing commercial distribution of SCENESSE® for EPP	<ul style="list-style-type: none"><li>• Engagement EMA on CUV052 and adolescent EPP patient use of SCENESSE®</li><li>• EMA decision on SCENESSE® dosage for EPP patients</li><li>• Expand to 120 North American Specialty Centers</li><li>• Health Canada decision on marketing authorisation, SCENESSE® for EPP</li></ul>
Developing melanocortins	<ul style="list-style-type: none"><li>• Vitiligo<ul style="list-style-type: none"><li>- Complete recruitment CUV105 study</li><li>- Commence study CUV107</li></ul></li><li>• Variegate porphyria<ul style="list-style-type: none"><li>- Regulatory feedback and commence CUV053</li></ul></li><li>• Stroke<ul style="list-style-type: none"><li>- CUV803 results</li></ul></li><li>• NEURACTHEL® manufacturing update</li></ul>
Increasing visibility	<ul style="list-style-type: none"><li>• American Academy of Dermatology Meeting</li><li>• CYACÉLLE next generation product launch</li></ul>
Global IR engagement	<ul style="list-style-type: none"><li>• FY2025 results and non-deal roadshows</li><li>• Annual General Meeting</li></ul>

# Vision of the Future

## A house of melanocortins



**A pharmaceutical group, diversified and integrated to sustain long-term performance**

### **Products, indications & healthcare solutions**

- 3 pharmaceutical products
- 5 conditions treated
- 3 PhotoCosmetic product lines

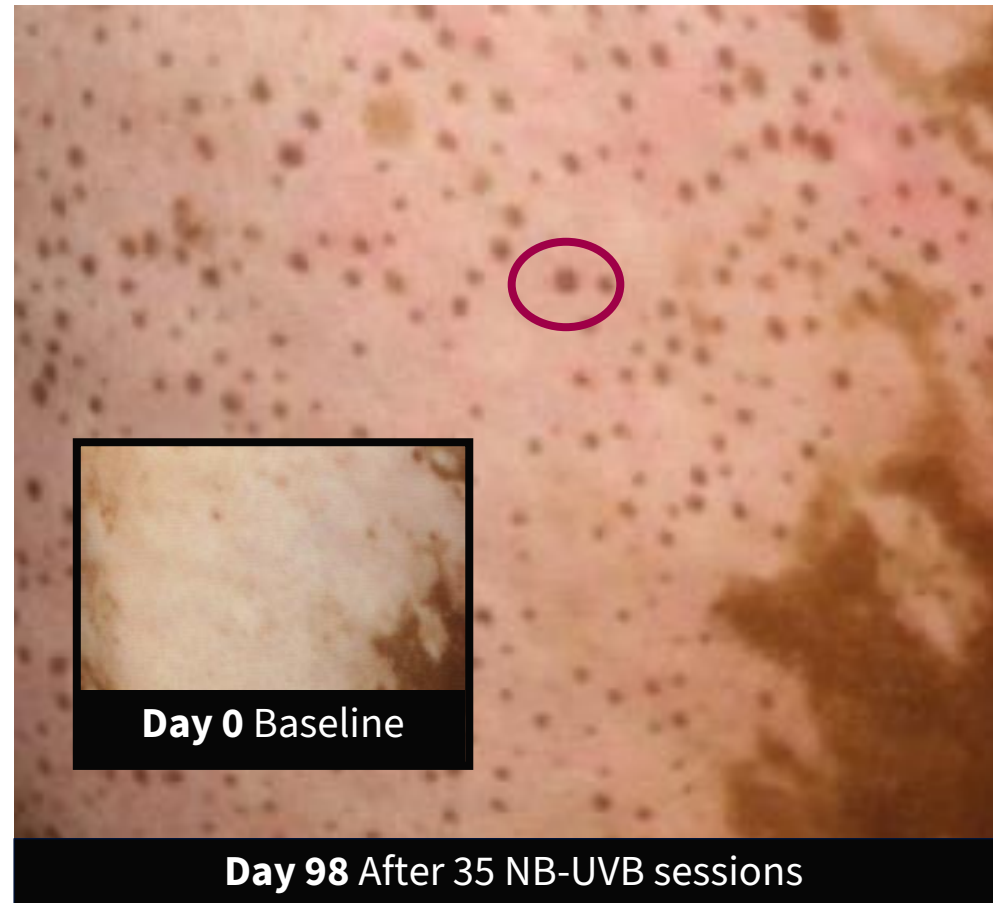
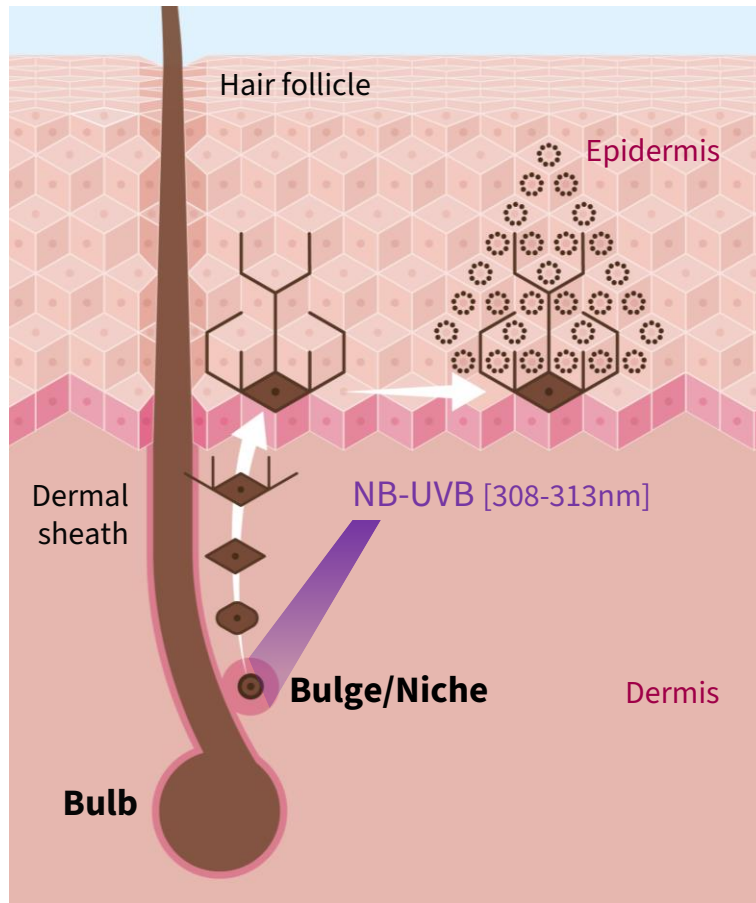
### **CLINUVEL will**

- develop new formulations & products
- treat new indications
- integrate in-house manufacturing
- maintain financial performance
- exercise disciplined deployment of capital
- become a household name

A close-up photograph of a woman with dark skin, showing significant vitiligo on her back and shoulder. The white patches are irregular and cover a large portion of her skin. She is looking slightly to the right of the camera with a neutral expression. The background is a plain, light gray.

Afamelanotide  
for vitiligo

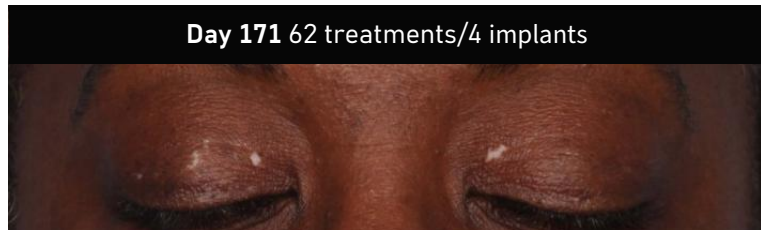
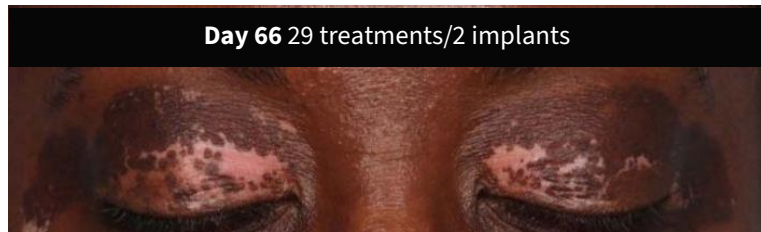
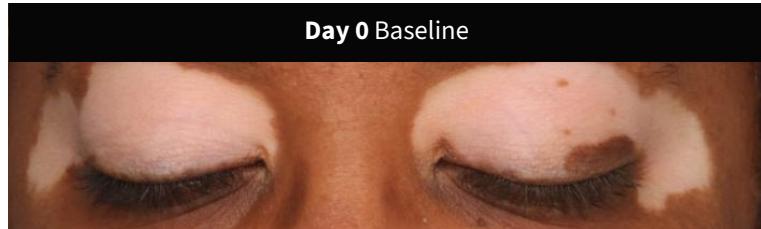
# NB-UVB – follicular repigmentation



NB-UVB differentiating follicular stem cells  
Melanoblasts migrating, become fully functioning melanocytes  
Afamelanotide acting as agonist to MC1R expressed



# CUV102 Phase II study results



# CUV105 Phase III study – first clinical observations

## CASE REPORT 1

- Female, 55 years old, Skin Type IV
- Diagnosed with vitiligo in 2006, slowly progressive disease activity, no previous episodes of repigmentation, and no family history of vitiligo. Unresponsive to previous vitiligo treatments.

### Physician's report

80-90% repigmentation seen after Day 140 but near total repigmentation achieved after continued NB-UVB monotherapy.

## CASE REPORT 2

- Male, 52 years old, Skin Type IV
- Diagnosed with vitiligo in 2023, progressive disease activity, no previous episodes of repigmentation, and no family history of vitiligo. No history of previous vitiligo treatments.

### Physician's report

The patient and our team are pleased with the results. Patient reports greater self esteem post-treatment.



**DAY 0**

Baseline



**DAY 134**

7 afamelanotide implants  
39 NB-UVB treatments



**DAY 222**

82 days after completing study  
53 NB-UVB treatments



**DAY 0**

Baseline



**DAY 140**

7 afamelanotide implants  
40 NB-UVB treatments



**DAY 170**

30 days after  
completing study  
no further therapy



# CUV105 Phase III study – first clinical observations

## CASE REPORT 3

- Male, 56 years old, Skin Type IV
- Diagnosed with vitiligo in 1999

### Physician's report

First repigmentation seen around day 42, considerable repigmentation seen by day 106. Patient continued to repigment after conclusion of treatment protocol with no further therapy.

## CASE REPORT 4

- Male, 56 years old, Skin Type IV
- Diagnosed with vitiligo in 1986

### Physician's report

Due to extensive depigmentation, patient is yet to fully repigment. Patient continued to receive NB-UVB treatment following the study and continued to repigment (not shown).



**DAY 0**

Baseline



**DAY 134**

7 afamelanotide implants  
39 NB-UVB treatments



**DAY 308**

168 days after  
completing study  
no further therapy



**DAY 0**

Baseline



**DAY 140**

7 afamelanotide implants  
40 NB-UVB treatments



# Vitiligo

Path to market, affects 1-2% of global population



NB-UVB treatment



NB-UVB treatment + afamelanotide

**CUV102** +NB-UVB, n = 56



**CUV103** +NB-UVB, n = 21



**CUV104** monotherapy, n = 6



**CUV105** +NB-UVB, n = 200



**CUV107** +NB-UVB, n = 200



**FDA submission<sup>1</sup>**

**Step 1**

Safety profile established

- >17,000 doses afamelanotide administered <sup>2</sup>

**Step 2**

CUV102, CUV103, CUV104

**Step 3**

2022: FDA set precedent for NB-UVB combination therapy

**Step 4**

2022: Insurers providing reimbursement codes

**Step 5**

2023: Vitiligo Expert Panel

**Step 6**

2023: Commencement Phase III clinical studies

**Step 7**

2025: Train & accredit 120 US centers

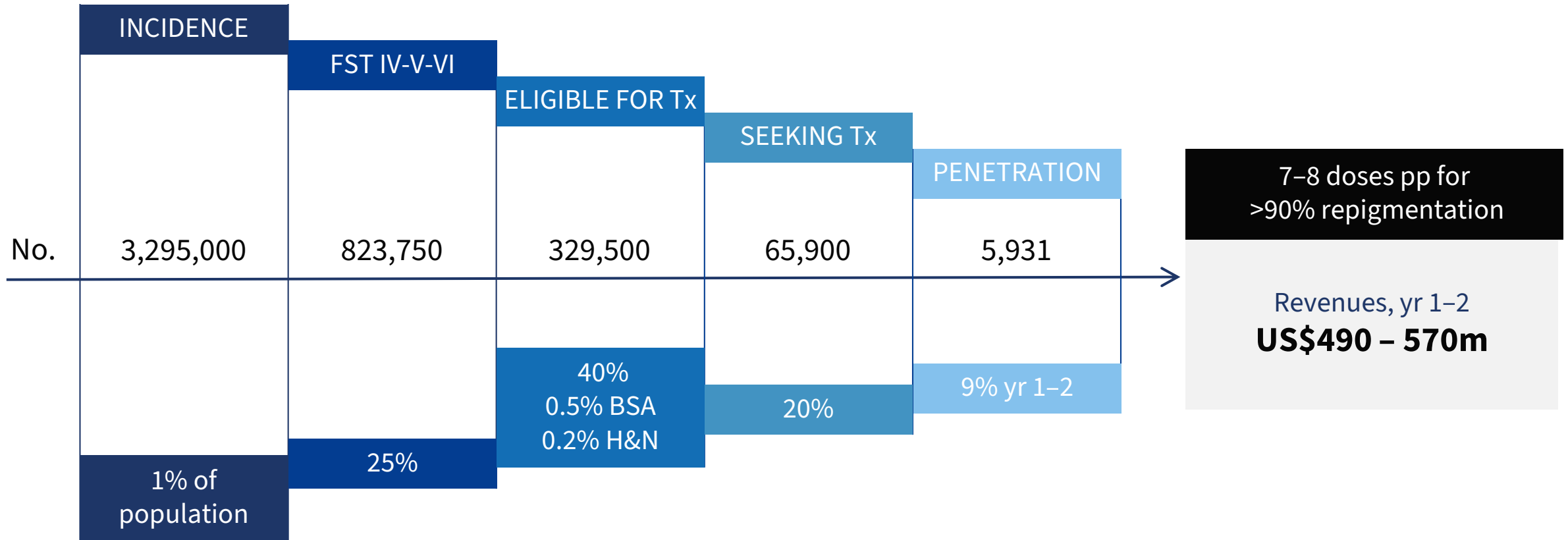
**TOTAL ADDRESSABLE MARKET USA: US\$4.5bn**

~6,000 patients in years 1-2 of treatment  
= revenues of US\$490-570m

<sup>1</sup> Completion of clinical studies determine timing of regulatory filing | <sup>2</sup> All indications | Clinical images courtesy of CUV102 investigators.

# Vitiligo

## Addressable Market USA – afamelanotide for FST IV-V-VI



\*Abbreviations. FST = Fitzpatrick Skin Type; Tx = treatment; BSA = body surface area; H&N = head and neck.

# CLINUVEL

## Thank you for your interest

Authorised for ASX release by the Board of Directors of CLINUVEL PHARMACEUTICALS LTD

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